



October 17, 2016

Catherine Meloy
President & CEO

Sheldon Stein
Managing Partner
Ranger Properties
80 8th Avenue, Suite 1010
New York, NY 10011

Dear Mr. Stein,

Goodwill of Greater Washington is interested in partnering with Ranger Properties for the recruitment, screening, training, and referral of District residents, particularly from Ward 5, for between 50 and 80 jobs for the 155 rooms at MOB Hotels Washington DC being developed in Ward 5 at Union Market.

While very early in the process, we have discussed building upon Goodwill's successful experience with the Marriott Marquis and Goodwill's Hospitality Job Training Program to create a training module inclusive of the following services:

1. Coordinate District-wide recruitment;
2. Job applicant assessment services and screening;
3. Training
 - a. Basic Life Skills Training;
 - b. Customer Service Training;
 - c. Non-specific hotel training, such as the "START" program and/or American Hotel and Lodging Education Institute curriculum;
4. Placement of District residents; and
5. Coaching and retention services for three months after initial hire.

Our vision is to implement strong recruitment and marketing efforts which will lead to robust application sessions, bringing in a multitude of District residents for direct referrals to MOB Hotels Washington DC and or participating in Goodwill's Hospitality Job Training Program at no cost to the residents.

Goodwill is very supportive of the workforce development strategy that we are proposing with Ranger Properties and believe that, similar to our workforce development experience working together with other hotels in the District, our combined efforts will be a great benefit to the residents of Ward 5 and surrounding areas.

We will continue to work with Ranger Properties for allocation of costs necessary to reach the desired hiring goals for the hotel. We also welcome the opportunity for engagement with other community and public partners involved in this potential opportunity and look forward to being a part of this exciting project!

Sincerely,

A handwritten signature in blue ink that reads "Catherine Meloy".

Catherine Meloy
President and CEO of Goodwill of Greater Washington